

# **8. Counterfeit and Illegal Pesticides**

## **Topic 8a**

**What are Counterfeit  
and Illegal  
Pesticides?**

# FACT SHEET

## 8. Counterfeit and Illegal Pesticides

### Topic 8a: What are Counterfeit and Illegal Pesticides?

Many different words can be used to describe counterfeit and illegal pesticides, such as fake and adulterated. In this training manual, we will use the words “**counterfeit**” and “**illegal**” to describe these products.

#### **What are counterfeit and illegal pesticides?**

It is prohibited by law to sell or buy counterfeit and illegal pesticides.

There is a difference between counterfeit and illegal.

#### **Counterfeit**

A product is counterfeit if it is **not genuine** (original). This can be shown in several ways:

- It is an identical **reproduction** of the original product. In this case the product can be of good quality but not produced by the original producer and thus counterfeit.
- The **content** (active ingredient) is different from what the product claims to contain.
- The ingredients are of **poor quality**.
- The **label** is different from the original label. Often, the product is genuine, but the expiration date has passed.
- The **packaging** is different. This is possible if the original product was repackaged.

#### **Illegal**

A product is illegal if it is **not registered** in the country where it is sold. It is possible that the product is good quality and sold in neighboring countries, but not approved in the country where it is sold. Or, the product could be in the process of registration.

#### **Genuine and legal products versus counterfeit and illegal products**

	<b>Genuine and legal</b>	<b>Counterfeit and illegal</b>
<b>Research and development work</b>	Was performed	Was not performed

<b>Label</b>	Contains reliable instructions and recommendations	Instructions and recommendations on the label cannot be trusted
<b>Approved by local authorities</b>	Yes	No
<b>Customer services</b>	If something is wrong with the product, you can complain to the manufacturer	Manufacturers are untraceable, so you cannot complain if something is wrong
<b>Active ingredients</b>	The content, formulation, and active ingredient match the details on the label	The content, formulation, and active ingredient are not guaranteed

**Why is there a price difference between counterfeit and genuine pesticides?**

Manufacturers of genuine pesticides spend millions of dollars on the development, testing, trials, quality control, and registration of a product before it enters the marketplace. Manufacturers of counterfeit and illegal products do not have these expenses. They take shortcuts and put the counterfeit and illegal products in the marketplace.

# ADDITIONAL INFORMATION

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#### **Why do we have counterfeit pesticides?**

Over the years, pesticide prices have increased so much that some poor farmers cannot afford pesticides. They also cannot get credit to buy pesticides. Opportunists and illegal traders realized that there is a demand for cheap pesticides. They exploited the situation and imported counterfeit and illegal pesticides.

#### **What is the market strategy of the illegal pesticide trade?**

Importers and dealers focus on poor farmers in remote areas. These farmers often buy small quantities without much paperwork. The dealers come to these remote areas with their products, collect money, and disappear to pop up in the next season in another remote area.

# INSTRUCTIONS

## 8. Counterfeit and Illegal Pesticides

### Topic 8a: What are Counterfeit and Illegal Pesticides?

#### Materials needed:

- Flip-sheet board with flip-sheets
- Markers (1 black, 1 blue, 1 green, 1 red)
- Colored cards
- Kraft paper

**Time needed:** 45 minutes

#### Preparations:

- Flip-sheet with the heading: *What are counterfeit and illegal pesticides?*
- 3 sets of colored cards with the words:
  - Performed
  - Not performed
  - Reliable
  - Cannot be trusted
  - Yes
  - No
  - Possibility to complain
  - Manufacturer untraceable
  - Match with label
  - Not guaranteed
- Three tables on Kraft paper containing the following:

	Genuine and legal	Counterfeit and illegal
Research and development work		
Label		
Approved by local authorities		
Customer services		

Active ingredients		
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## Set up

- Attention:** Tell participants that you bought a bargain of a lifetime. Last week you bought a Rolex watch for \$10 from a vendor. Ask the participants what they think about your bargain. They will tell you that you bought a fake. Disagree and tell them that it is the real thing. They will disagree. Ask them why. Let them convince you that you did not buy a real Rolex. Tell the participants that counterfeit and illegal products appear in every sector, including the agricultural sector. In almost every market we will find counterfeit and illegal products.
- Title:** Tell participants the title while showing the flip-sheet with the title: *What are counterfeit and illegal pesticides?*
- Credibility:** Explain your experience in agri-inputs.
- Objectives:** To explain what counterfeit and illegal pesticides are, and the difference between genuine pesticides and counterfeit and illegal pesticides.
- Benefits:** If you know what counterfeit and illegal pesticides are, you can safeguard yourself against illegal trade.
- Direction:** During this session, we will focus on the definition of counterfeit and illegal pesticides. We will not discuss the consequences. Although we are focusing on pesticides, they should realize that all what we discuss now is also valid for fertilizers.

## Delivery

### Explanation, Demonstration, Exercise, and Guidance:

1. Tell participants that in the title we talk about **counterfeit and illegal** pesticides. Ask if anyone can mention another word to describe counterfeit and illegal products. They will probably mention fake and adulterated. Tell them that in this training, we will use the words “counterfeit” and “illegal.”
2. Tell participants that it is prohibited by law to sell or buy counterfeit and illegal products, including pesticides. Add that there is a **difference** between counterfeit and illegal products.
3. Ask if someone can explain what **counterfeit** pesticides are. A product is counterfeit if it is **not genuine** (original). Ask if someone can give an example of

how this can be shown. Take several answers and make sure that the following is mentioned:

- It is an identical **reproduction** of the original product. In this case the product can be good quality but not produced by the original producer and thus counterfeit.
  - The **content** (active ingredient) is different from what the product claims to contain.
  - The ingredients are of **poor quality**.
  - The **label** is different from the original label. Often the product is genuine, but the expiration date has passed.
  - The **packaging** is different. This is possible if the original product was repackaged.
4. Ask if someone can explain what an **illegal** pesticide is. A product is illegal when it is **not registered** in the country where it is sold. It is possible that the pesticide is of good quality and is sold in neighboring countries, but that it is not approved in the country where it is sold or that it is in the process of registration.
  5. Divide participants into three groups. Give each group an empty table, and a stack of prepared colored cards with all specifics of genuine, and counterfeit and illegal products. Tell participants that they have to place the cards in the table on the correct spot. There is only one card per cell. Give enough time to paste all cards in the table.
  6. Let every group paste the completed table on the wall and discuss cell per cell. See if the groups agree and if there is disagreement; discuss where the card should be. The final result is:

	<b>Genuine and legal</b>	<b>Counterfeit and illegal</b>
<b>Research and development work</b>	Performed	Not performed
<b>Label</b>	Reliable	Cannot be trusted
<b>Approved by local authorities</b>	Yes	No
<b>Customer services</b>	Possible to complain to manufacturer	Manufacturer untraceable
<b>Active ingredients</b>	Match with label	Not guaranteed

## Finish

**Summary:** Give the definition of a counterfeit and an illegal pesticide. Mention the difference between a genuine product and a counterfeit and illegal product.

**Questions:** Ask if anyone has a question or comment.

**Evaluation:** Ask what a counterfeit product is. Ask what an illegal product is. Ask for some differences between genuine products and counterfeit and illegal products.

**Next step:** In this session, we learned about counterfeit and illegal pesticides. In other sessions, we will discuss the consequences of using these products and how to recognize them.

Distribute the **fact sheet** to all participants.